

May 2023



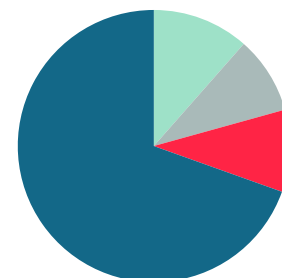
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2022	May 2023	+/-%
Closed Listings	24	20	-16.67%
Pending Listings	29	16	-44.83%
New Listings	43	48	11.63%
Median List Price	240,700	239,000	-0.71%
Median Sale Price	240,750	234,000	-2.80%
Median Percent of Selling Price to List Price	96.00%	97.37%	1.43%
Median Days on Market to Sale	18.50	22.50	21.62%
End of Month Inventory	85	121	42.35%
Months Supply of Inventory	3.59	5.36	49.18%



■ Closed (11.49%)
■ Pending (9.20%)
■ Other OffMarket (9.77%)
■ Active (69.54%)

Absorption: Last 12 months, an Average of **23** Sales/Month
Active Inventory as of May 31, 2023 = **121**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2023 rose **42.35%** to 121 existing homes available for sale. Over the last 12 months this area has had an average of 23 closed sales per month. This represents an unsold inventory index of **5.36** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.80%** in May 2023 to \$234,000 versus the previous year at \$240,750.

Median Days on Market Lengthens

The median number of **22.50** days that homes spent on the market before selling increased by 4.00 days or **21.62%** in May 2023 compared to last year's same month at **18.50** DOM.

Sales Success for May 2023 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 48 New Listings in May 2023, up **11.63%** from last year at 43. Furthermore, there were 20 Closed Listings this month versus last year at 24, a **-16.67%** decrease.

Closed versus Listed trends yielded a **41.7%** ratio, down from previous year's, May 2022, at **55.8%**, a **25.35%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.

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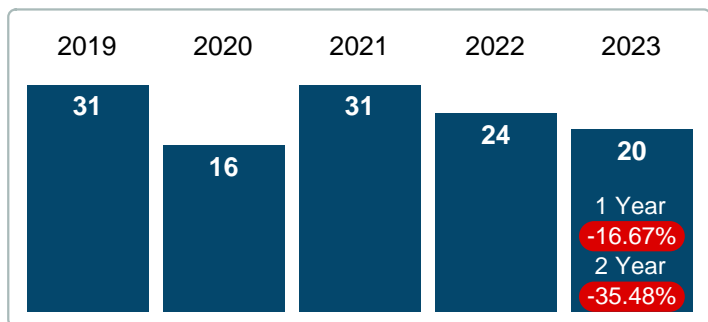
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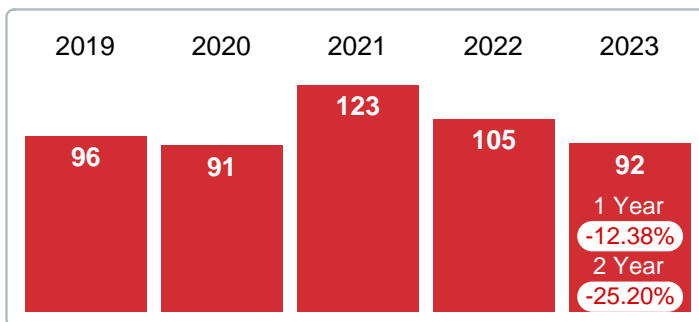
CLOSED LISTINGS

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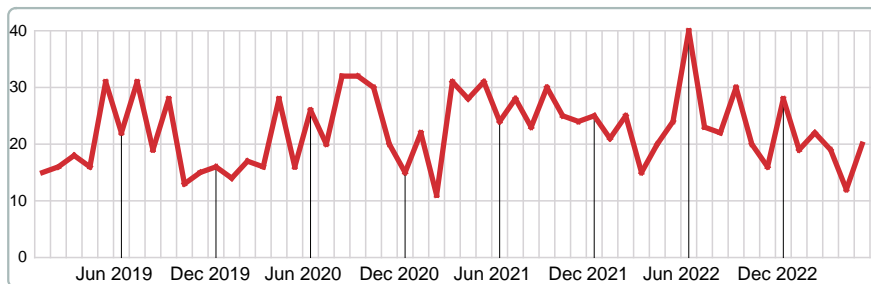
MAY



YEAR TO DATE (YTD)

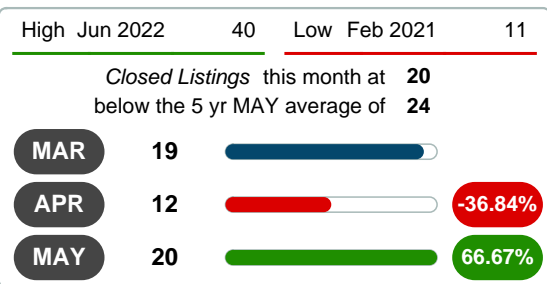


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 24



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	5.00%	43.0	1	0	0	0
\$75,001 - \$125,000	3	15.00%	34.0	2	1	0	0
\$125,001 - \$175,000	3	15.00%	22.0	1	2	0	0
\$175,001 - \$250,000	5	25.00%	11.0	0	3	2	0
\$250,001 - \$350,000	3	15.00%	21.0	1	2	0	0
\$350,001 - \$575,000	3	15.00%	23.0	0	3	0	0
\$575,001 and up	2	10.00%	72.5	0	2	0	0
Total Closed Units	20			5	13	2	0
Total Closed Volume	5,190,200	100%	22.5	720.50K	4.04M	428.50K	0.00B
Median Closed Price	\$234,000			\$123,500	\$265,000	\$214,250	\$0

May 2023



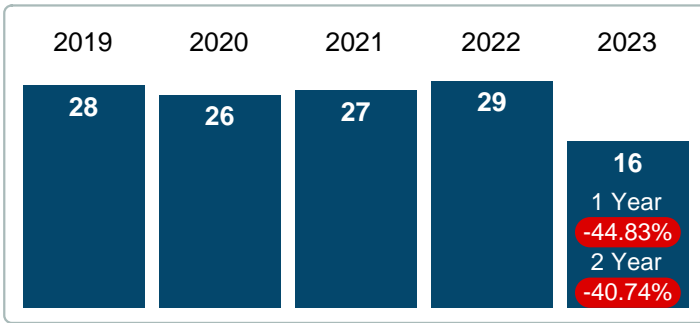
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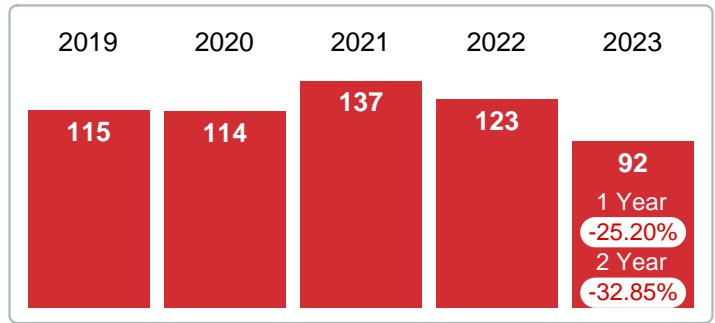
PENDING LISTINGS

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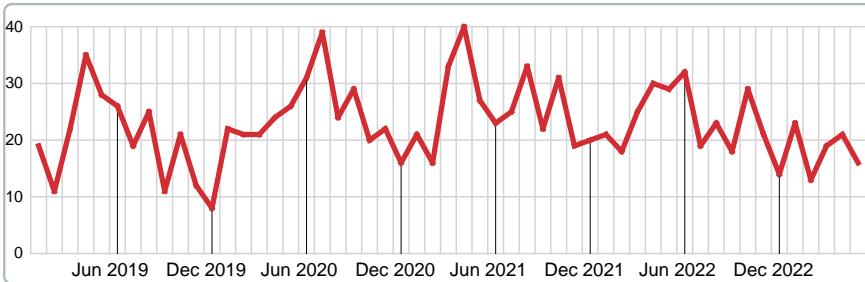
MAY



YEAR TO DATE (YTD)

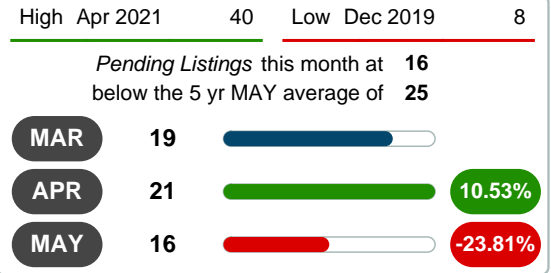


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 25



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	6.25%	16.0	0	1	0	0
\$50,001 - \$75,000	1	6.25%	0.0	1	0	0	0
\$75,001 - \$150,000	4	25.00%	5.0	4	0	0	0
\$150,001 - \$275,000	3	18.75%	12.0	1	2	0	0
\$275,001 - \$425,000	3	18.75%	129.0	0	2	0	1
\$425,001 - \$1,300,000	3	18.75%	23.0	0	2	0	1
\$1,300,001 and up	1	6.25%	185.0	0	0	1	0
Total Pending Units	16			6	7	1	2
Total Pending Volume	6,863,200	100%	18.5	685.40K	2.80M	2.20M	1.18M
Median Listing Price	\$177,500			\$112,000	\$299,000	\$2,200,000	\$589,450

May 2023



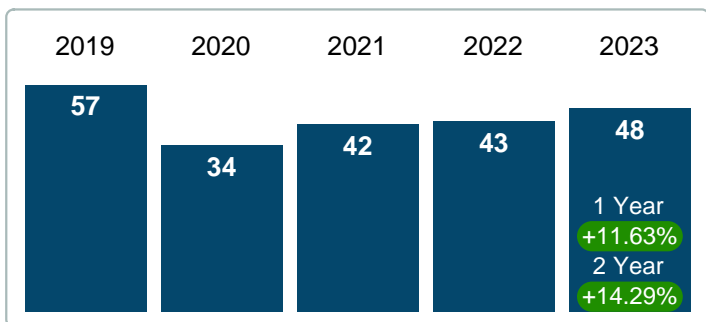
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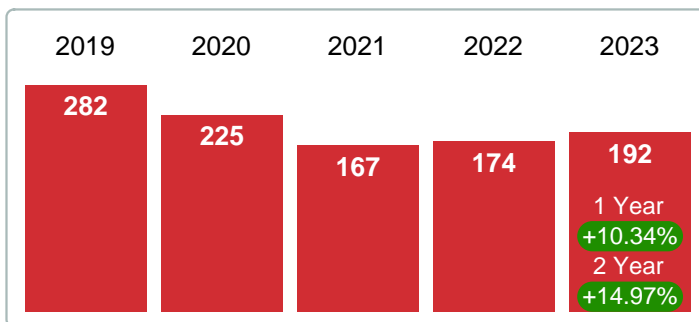
NEW LISTINGS

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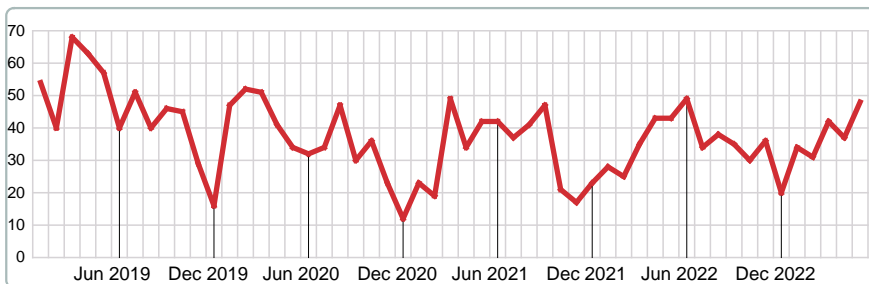
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 45

High Mar 2019 68 Low Dec 2020 12

New Listings this month at **48**
above the 5 yr MAY average of **45**

- MAR 42 (Progress bar)
- APR 37 (-11.90%)
- MAY 48 (29.73%)

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.25%	1	1	1	0
\$75,001 - \$125,000	5	10.42%	3	2	0	0
\$125,001 - \$175,000	9	18.75%	5	3	1	0
\$175,001 - \$275,000	10	20.83%	3	6	1	0
\$275,001 - \$525,000	12	25.00%	1	6	3	2
\$525,001 - \$775,000	3	6.25%	0	2	1	0
\$775,001 and up	6	12.50%	1	1	3	1
Total New Listed Units	48		14	21	10	3
Total New Listed Volume	16,517,100	100%	3.37M	6.72M	4.84M	1.58M
Median New Listed Listing Price	\$232,450		\$169,950	\$250,000	\$412,500	\$355,000

May 2023



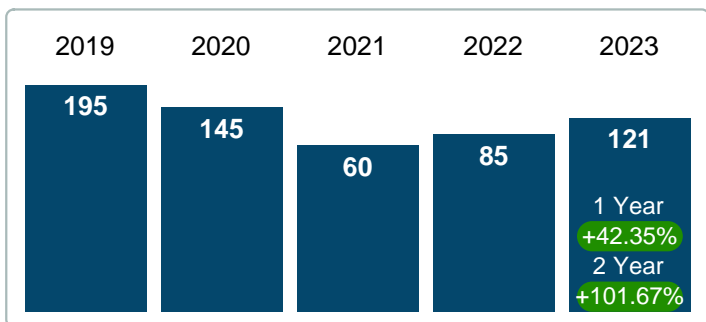
Area Delimited by County Of McIntosh - Residential Property Type



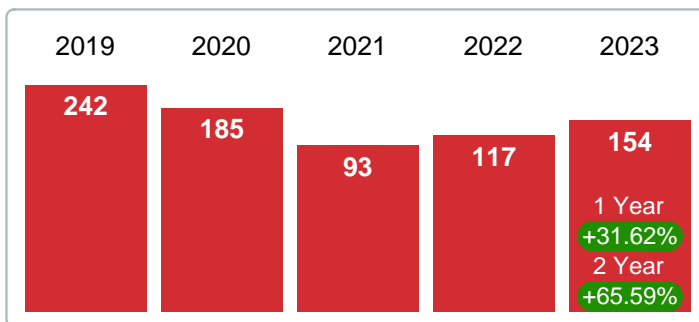
ACTIVE INVENTORY

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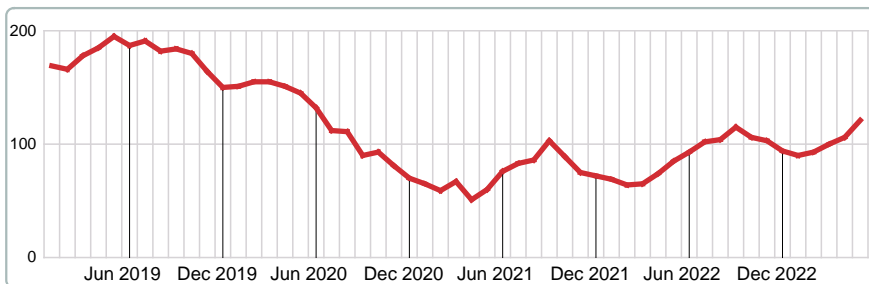
END OF MAY



ACTIVE DURING MAY

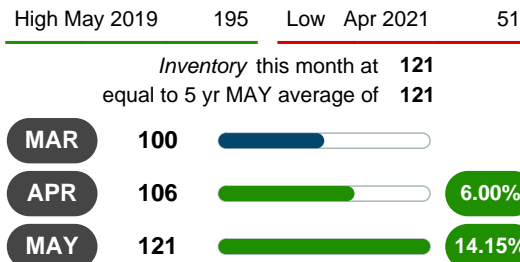


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 121



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10	8.26%	65.0	4	5	1	0
\$125,001 - \$175,000	14	11.57%	48.0	5	7	2	0
\$175,001 - \$225,000	18	14.88%	57.5	7	7	4	0
\$225,001 - \$350,000	30	24.79%	55.0	8	16	5	1
\$350,001 - \$500,000	22	18.18%	81.5	3	10	8	1
\$500,001 - \$725,000	15	12.40%	56.0	0	11	4	0
\$725,001 and up	12	9.92%	67.0	1	2	6	3
Total Active Inventory by Units	121			28	58	30	5
Total Active Inventory by Volume	47,720,399	100%	63.0	7.18M	20.37M	16.81M	3.35M
Median Active Inventory Listing Price	\$299,900			\$205,000	\$291,000	\$450,000	\$750,000

May 2023



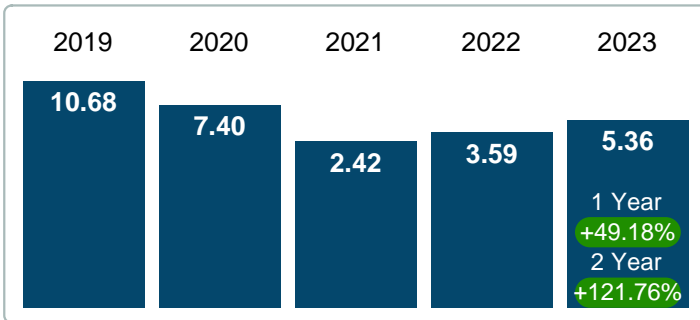
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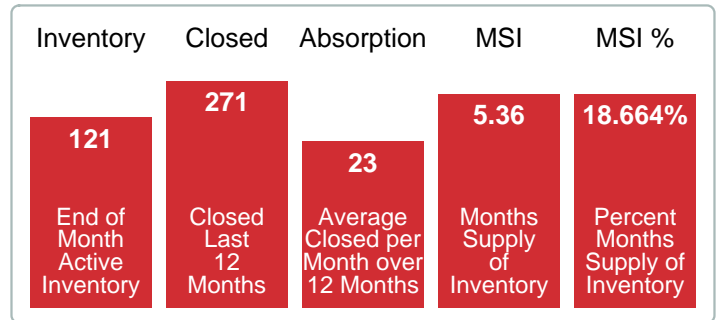
MONTHS SUPPLY of INVENTORY (MSI)

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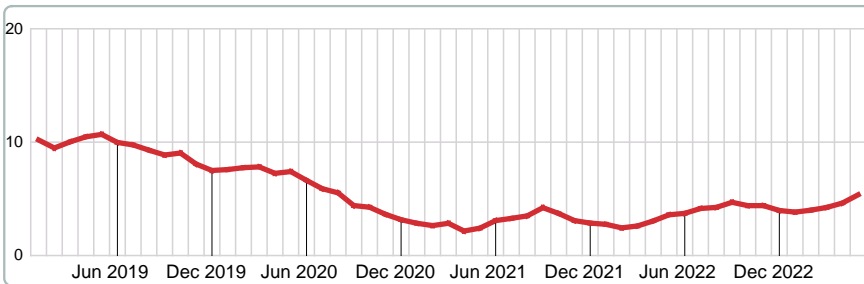
MSI FOR MAY



INDICATORS FOR MAY 2023

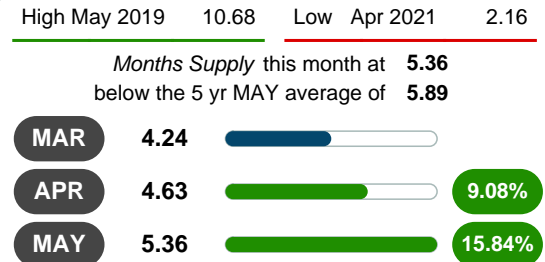


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 5.89



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10	8.26%	1.71	1.50	1.82	2.40	0.00
\$125,001 - \$175,000	14	11.57%	3.50	3.33	3.11	8.00	0.00
\$175,001 - \$225,000	18	14.88%	4.80	7.00	3.50	6.00	0.00
\$225,001 - \$350,000	30	24.79%	6.21	13.71	5.05	5.45	6.00
\$350,001 - \$500,000	22	18.18%	9.10	12.00	9.23	9.60	4.00
\$500,001 - \$725,000	15	12.40%	10.59	0.00	12.00	16.00	0.00
\$725,001 and up	12	9.92%	36.00	0.00	24.00	36.00	36.00
Market Supply of Inventory (MSI)			5.36	4.60	4.73	8.57	6.67
Total Active Inventory by Units		100%	5.36	28	58	30	5

May 2023



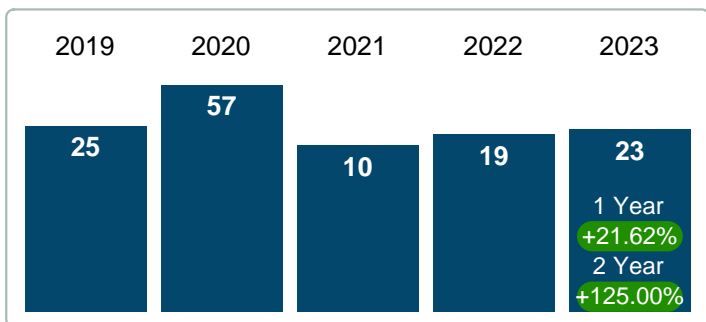
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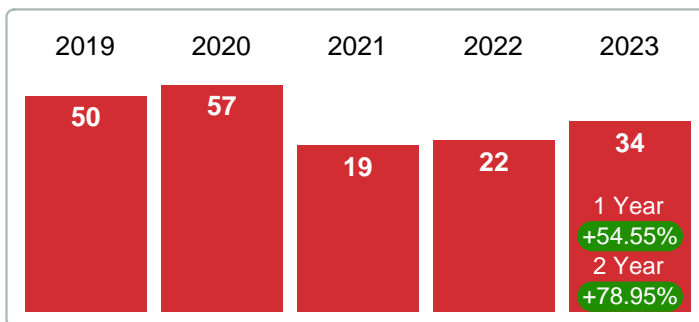
MEDIAN DAYS ON MARKET TO SALE

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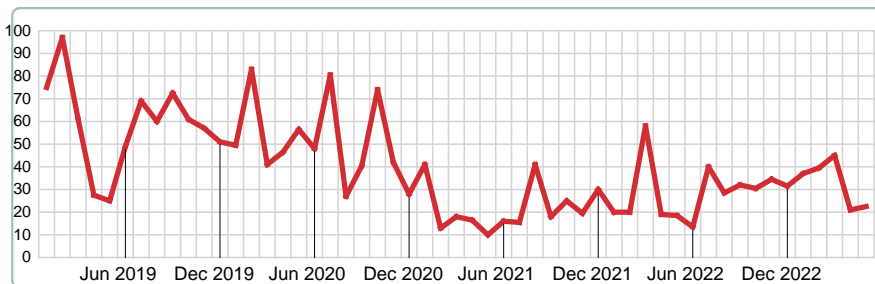
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

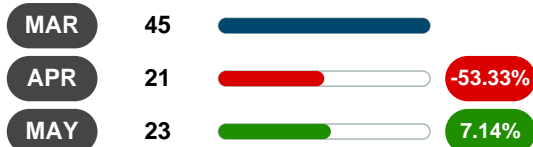


3 MONTHS

5 year MAY AVG = 27

High Feb 2019 97 Low May 2021 10

Median Days on Market to Sale this month at 23 below the 5 yr MAY average of 27



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	5.00%	43	43	0	0	0
\$75,001 - \$125,000	3	15.00%	34	85	1	0	0
\$125,001 - \$175,000	3	15.00%	22	17	34	0	0
\$175,001 - \$250,000	5	25.00%	11	0	66	7	0
\$250,001 - \$350,000	3	15.00%	21	5	38	0	0
\$350,001 - \$575,000	3	15.00%	23	0	23	0	0
\$575,001 and up	2	10.00%	73	0	73	0	0
Median Closed DOM			23	34	23	7	0
Total Closed Units		100%	22.5	5	13	2	
Total Closed Volume			5,190,200	720.50K	4.04M	428.50K	0.00B

May 2023



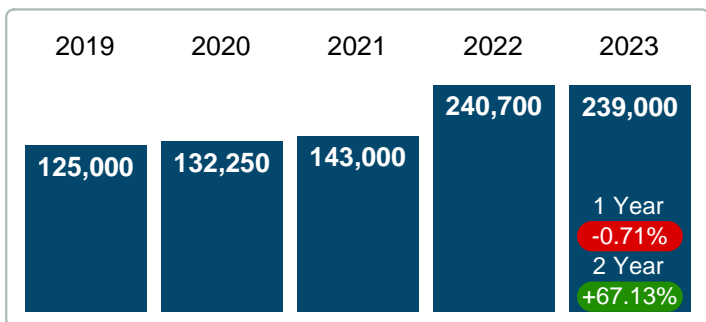
Area Delimited by County Of McIntosh - Residential Property Type



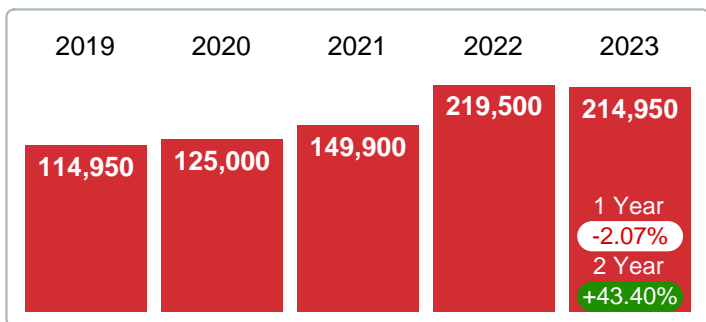
MEDIAN LIST PRICE AT CLOSING

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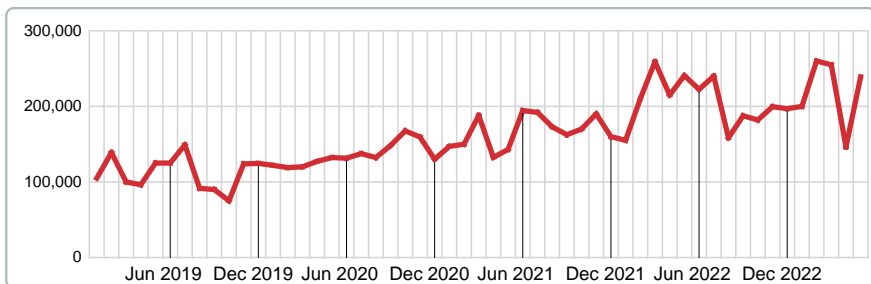
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 175,990

High Feb 2023 259,950 Low Oct 2019 75,000

Median List Price at Closing this month at **239,000**
above the 5 yr MAY average of **175,990**

- MAR 255,000
- APR 146,250 (-42.65%)
- MAY 239,000 (63.42%)

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5.00%	55,000	55,000	0	0	0
\$75,001 - \$125,000	15.00%	95,000	110,000	85,000	0	0
\$125,001 - \$175,000	15.00%	168,000	168,000	152,000	0	0
\$175,001 - \$250,000	25.00%	239,000	0	239,000	214,000	0
\$250,001 - \$350,000	15.00%	297,000	297,000	286,250	0	0
\$350,001 - \$575,000	15.00%	435,000	0	435,000	0	0
\$575,001 and up	10.00%	610,000	0	610,000	0	0
Median List Price		239,000	125,000	272,500	214,000	0
Total Closed Units	100%	20	5	13	2	0
Total Closed Volume		5,390,400	740.00K	4.22M	428.00K	0.00B

May 2023



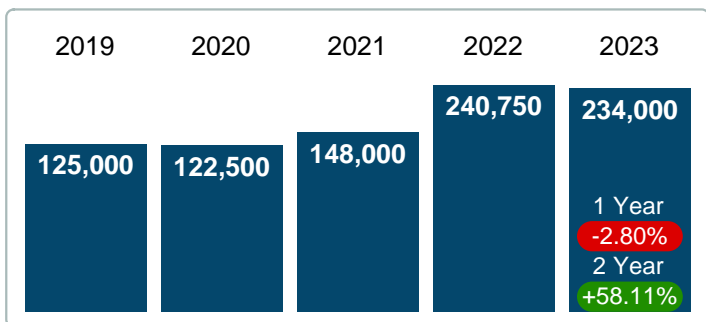
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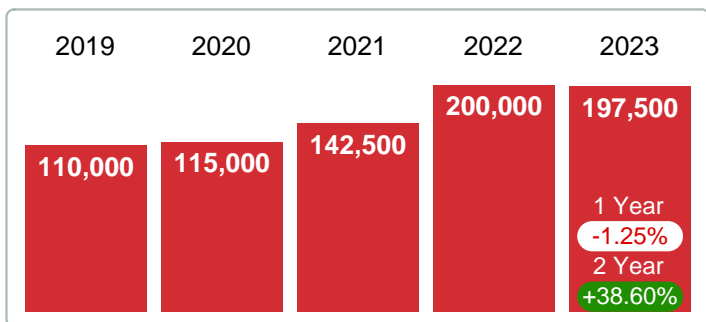
MEDIAN SOLD PRICE AT CLOSING

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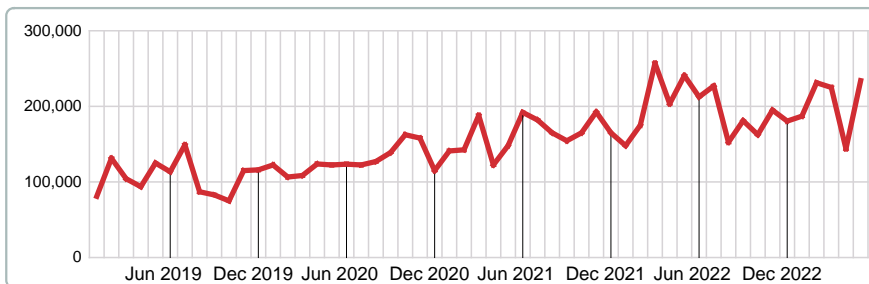
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

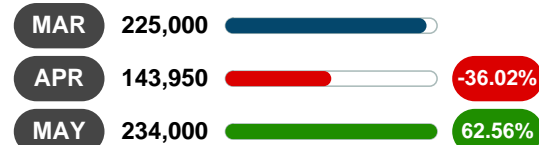


3 MONTHS

5 year MAY AVG = 174,050

High Mar 2022 257,000 Low Oct 2019 75,000

Median Sold Price at Closing this month at **234,000** above the 5 yr MAY average of **174,050**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5.00%	40,000	40,000	0	0	0
\$75,001 - \$125,000	15.00%	95,000	109,250	78,000	0	0
\$125,001 - \$175,000	15.00%	140,000	168,000	134,500	0	0
\$175,001 - \$250,000	25.00%	233,000	0	233,000	214,250	0
\$250,001 - \$350,000	15.00%	280,000	294,000	272,500	0	0
\$350,001 - \$575,000	15.00%	415,000	0	415,000	0	0
\$575,001 and up	10.00%	587,500	0	587,500	0	0
Median Sold Price		234,000	123,500	265,000	214,250	0
Total Closed Units	100%	20	5	13	2	0
Total Closed Volume		5,190,200	720.50K	4.04M	428.50K	0.00B

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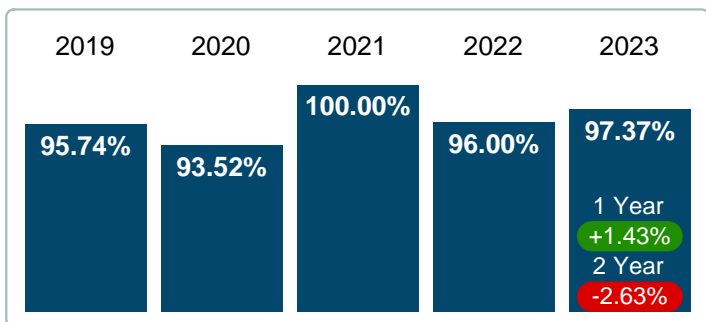
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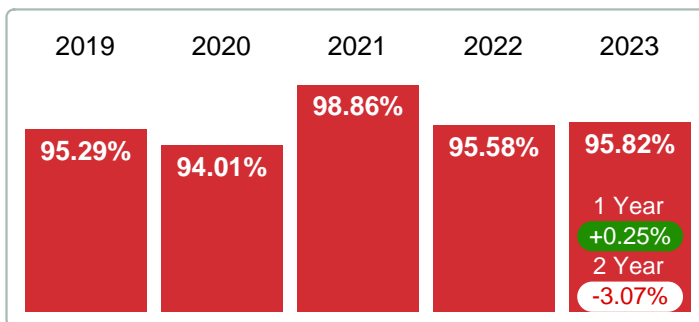
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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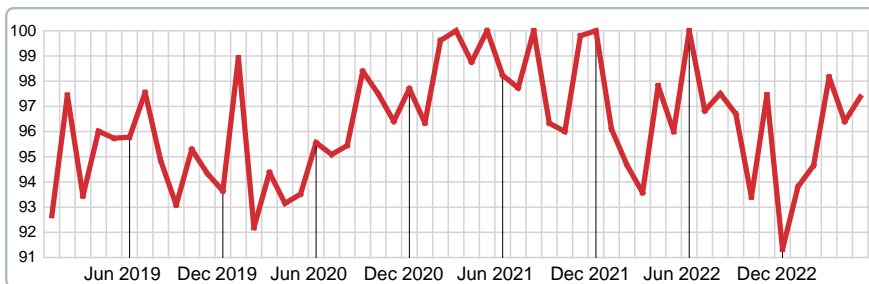
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

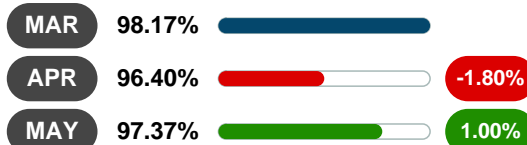


3 MONTHS

5 year MAY AVG = 96.52%

High Jun 2022 100.00% Low Dec 2022 91.33%

Median Sold/List Ratio this month at **97.37%**
equal to 5 yr MAY average of **96.52%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	<div style="width: 5.00%;"></div> 1	5.00%	72.73%	72.73%	0.00%	0.00%	0.00%	
\$75,001 - \$125,000	<div style="width: 15.00%;"></div> 3	15.00%	98.80%	99.40%	91.76%	0.00%	0.00%	
\$125,001 - \$175,000	<div style="width: 15.00%;"></div> 3	15.00%	100.00%	100.00%	90.00%	0.00%	0.00%	
\$175,001 - \$250,000	<div style="width: 25.00%;"></div> 5	25.00%	97.49%	0.00%	96.71%	100.13%	0.00%	
\$250,001 - \$350,000	<div style="width: 15.00%;"></div> 3	15.00%	97.25%	98.99%	95.29%	0.00%	0.00%	
\$350,001 - \$575,000	<div style="width: 15.00%;"></div> 3	15.00%	95.40%	0.00%	95.40%	0.00%	0.00%	
\$575,001 and up	<div style="width: 10.00%;"></div> 2	10.00%	96.31%	0.00%	96.31%	0.00%	0.00%	
Median Sold/List Ratio		97.37%		98.99%	95.40%	100.13%	0.00%	
Total Closed Units		20	100%	97.37%	5	13	2	
Total Closed Volume		5,190,200			720.50K	4.04M	428.50K	0.00B

May 2023



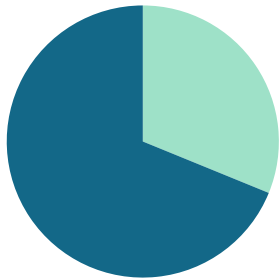
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY



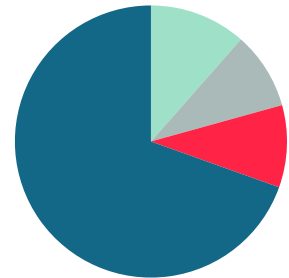
Inventory

- New Listings **48 = 31.17%**
- Start Inventory **106**
- Total Inventory Units **154**
- Volume **\$59,498,099**

Market Activity

- Closed Sales **20 = 11.49%**
- Pending Sales **16 = 9.20%**
- Other Off Market **17 = 9.77%**
- Active Inventory **121 = 69.54%**

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	24	20	-16.67%	105	92	-12.38%
Pending Sales	29	16	-44.83%	123	92	-25.20%
New Listings	43	48	11.63%	174	192	10.34%
Median List Price	240,700	239,000	-0.71%	219,500	214,950	-2.07%
Median Sale Price	240,750	234,000	-2.80%	200,000	197,500	-1.25%
Median Percent of Selling Price to List Price	96.00%	97.37%	1.43%	95.58%	95.82%	0.25%
Median Days on Market to Sale	18.50	22.50	21.62%	22.00	34.00	54.55%
Monthly Inventory	85	121	42.35%	85	121	42.35%
Months Supply of Inventory	3.59	5.36	49.18%	3.59	5.36	49.18%

Absorption: Last 12 months, an Average of **23** Sales/Month

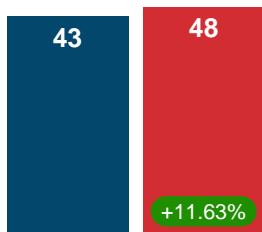
Inventory on May 31, 2023 = **121**

2022 **2023**

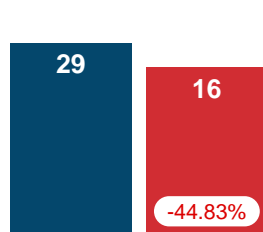
MAY MARKET

MEDIAN PRICES

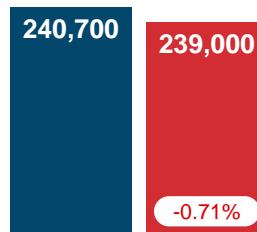
New Listings



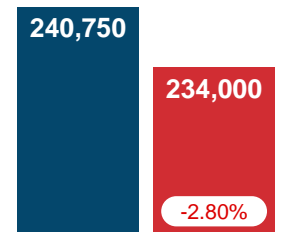
Pending Listings



List Price



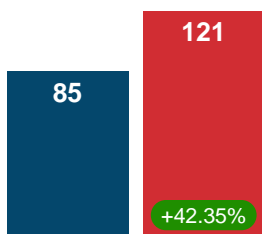
Sale Price



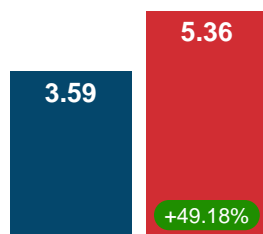
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

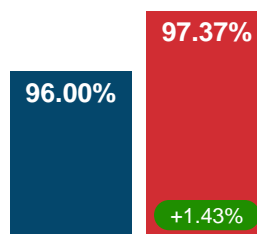
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

